

Philip Morris USA

**PM VOLUME SHIPPED TO MCLANE HAS EXCEEDED THEIR
SHIPMENTS TO RETAILERS IN EACH OF THE LAST FOUR WEEKS.**

TOTAL PM VOLUME MCLANE

(millions of cigarettes)

<u>Week ending</u>	<u>PM shipped to McLane</u>	<u>McLane shipped to Retailers</u>	<u>Difference</u>
1/7/94	510.1*	411.5	98.6
1/14	105.5	477.0	-371.5
1/21	135.4	426.8	-291.4
1/28	378.6	415.0	-36.4
2/4	1,945.0	431.9	1,513.1
2/11	773.1	425.5	347.6
2/18	540.1	445.8	94.3
2/25	522.9	461.6	61.3

All volumes exclude ten Sam's Clubs in Michigan purchasing directly from PM.

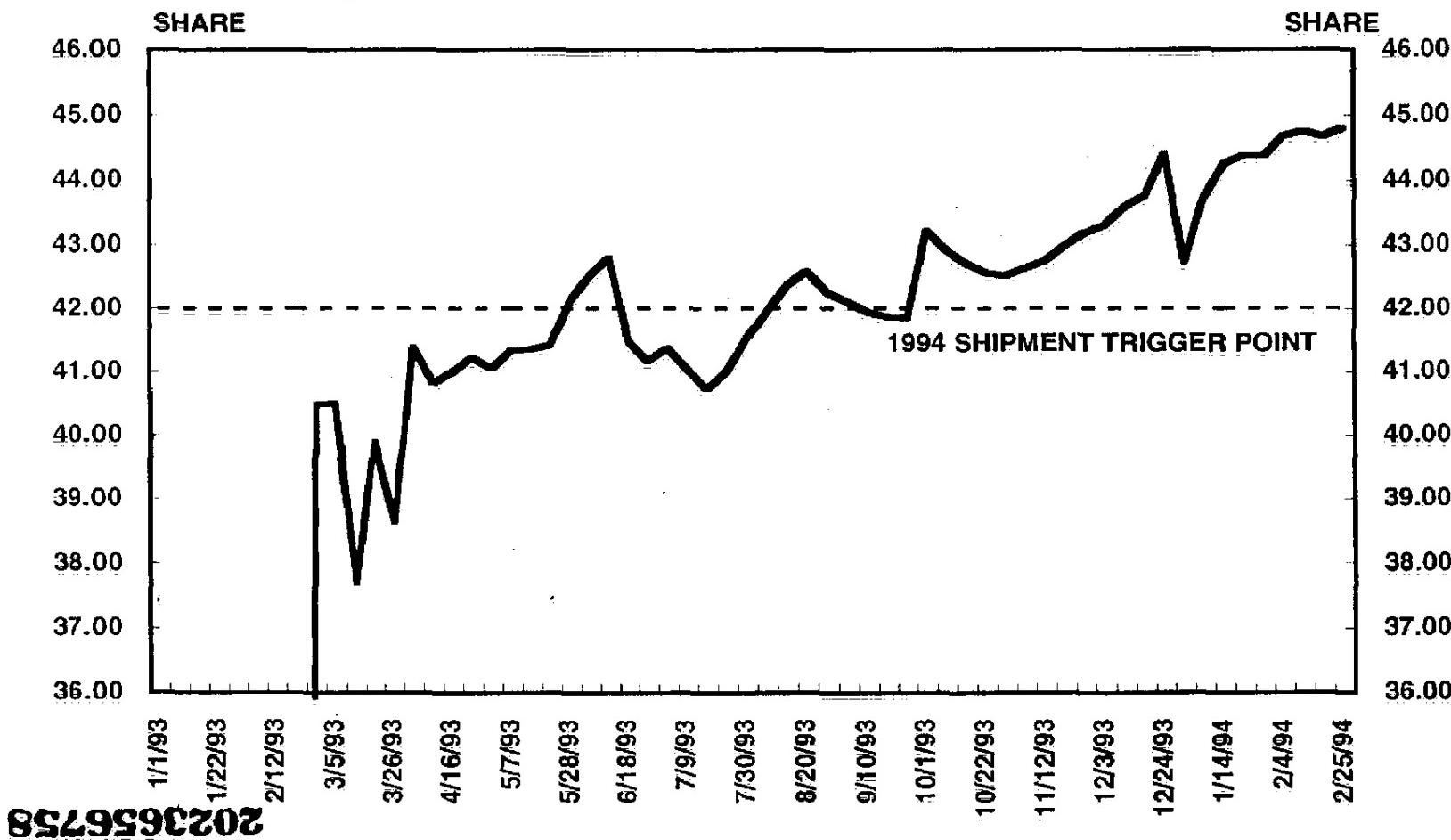
* Includes approximately 400 million units from previous week's allocation.

2023656756

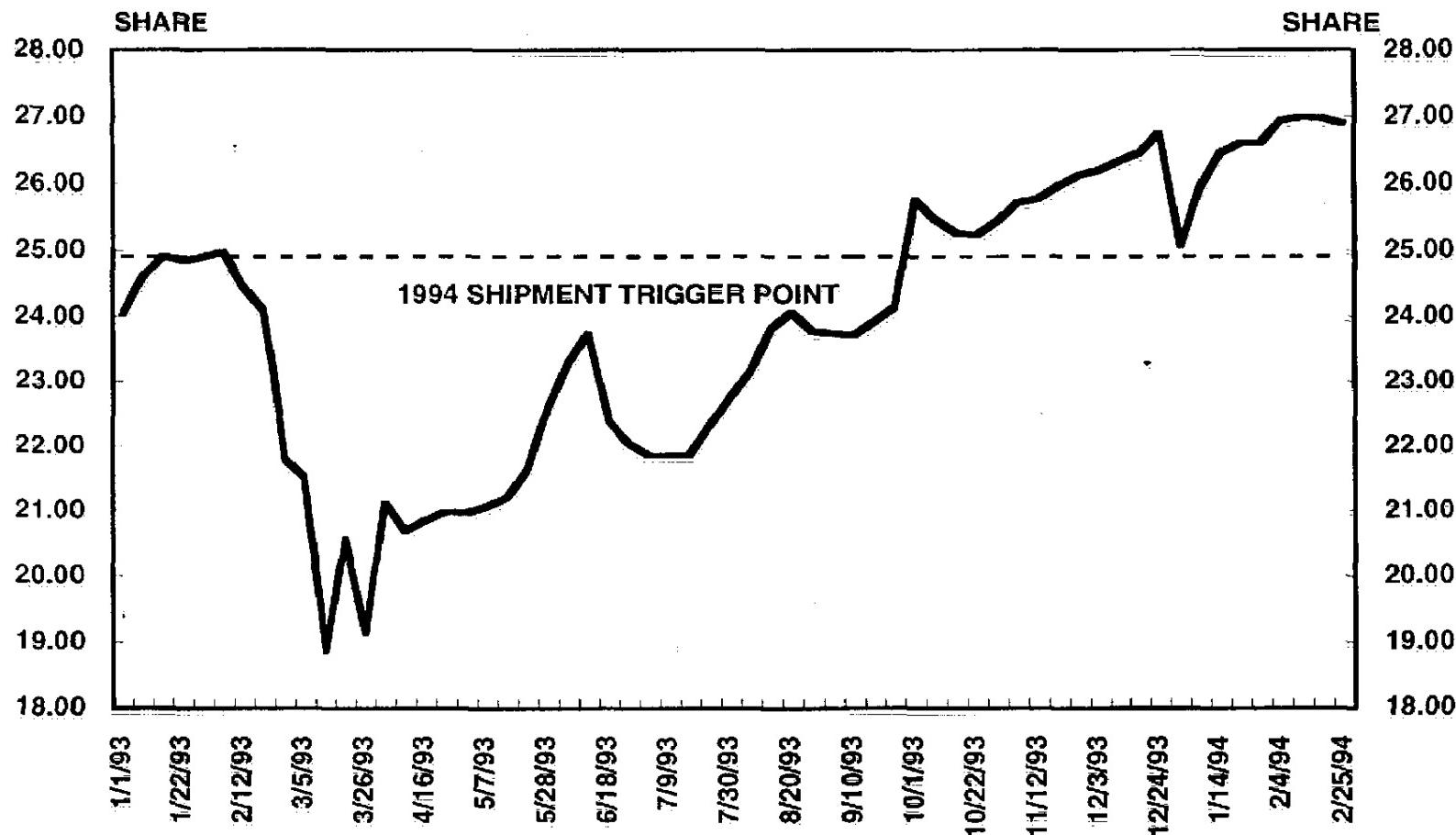
PM-USA WEEKLY PERFORMANCE

2023656757

PM SHARE OF MARKET 13 WEEK MOVING AVERAGE

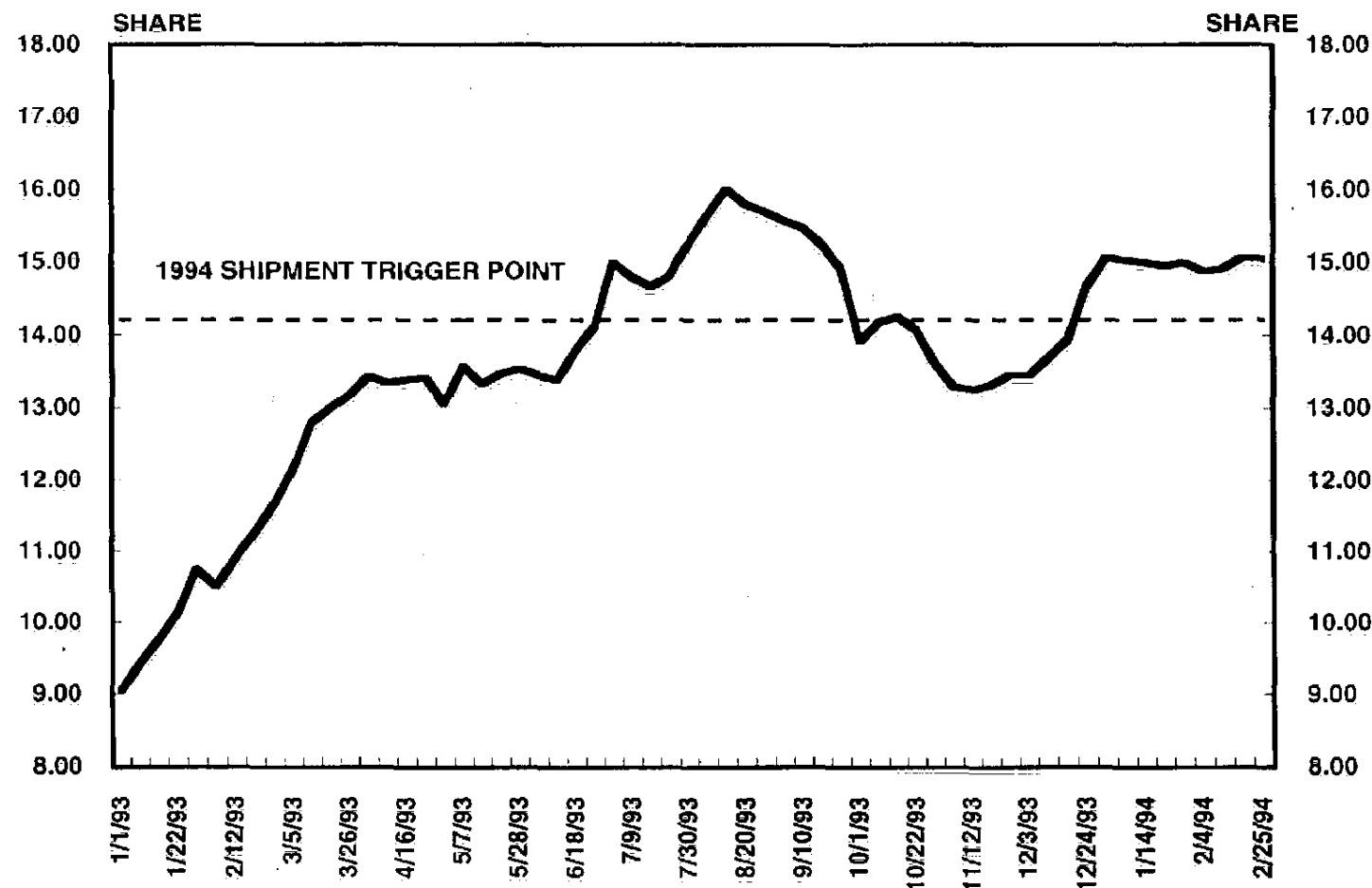


MARLBORO SHARE OF MARKET 13 WEEK MOVING AVERAGE



2023656759

BASIC SHARE OF DISCOUNT 13 WEEK MOVING AVERAGE



2023656760